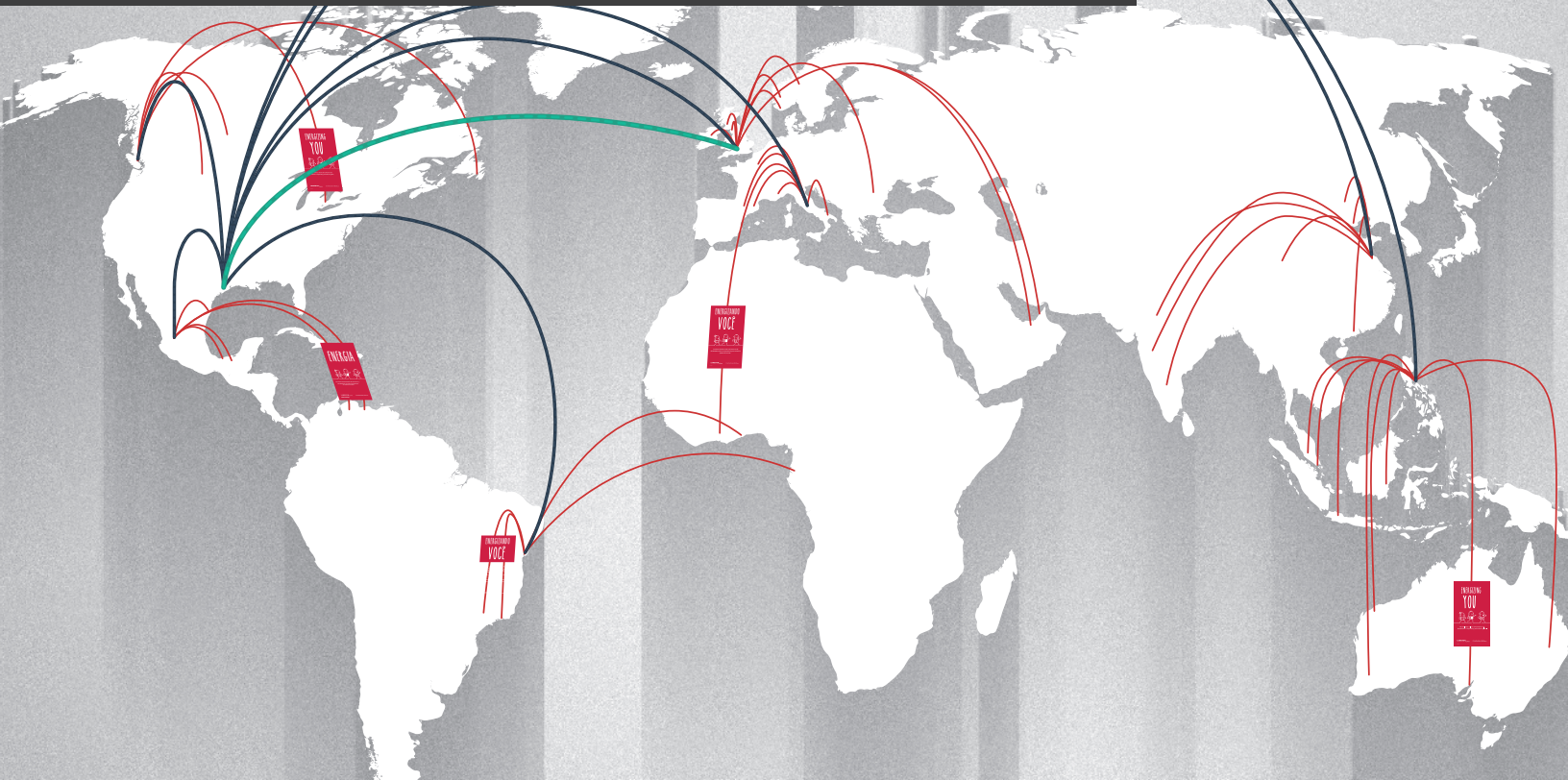




SOLUTION FOR CAMERON VALVES



Thomas Printworks Deploys Time Sensitive, Dynamic Graphics to 81 Locations Worldwide for Cameron Valves

The Client

Cameron (NYSE:CAM) is a leading provider of flow equipment products, systems and services to worldwide oil, gas and process industries. Leveraging its global manufacturing, sales and service network, Cameron's 11 operating divisions work with drilling contractors, oil & gas producers, pipeline operators, refiners and other process owners to control, direct, adjust, process and measure pressures and flows.

The company generates annual bookings in excess of \$8 billion with more than 24,000 employees at more than 250 locations around the world. Cameron is headquartered in Houston, Texas and derives approximately 2/3 of its business from outside the United States.

The Challenge

Cameron Valves knew they had some challenges when it came to printing and delivering materials for their Global Wellness Day. The prints needed to arrive at each of their 81 locations across six continents on the same day.

Two weeks before Cameron Valves was to celebrate its Global Wellness Day, Thomas Printworks received a call from Cameron's Corporate Graphics Manager, Rodney Blair in London. The tone was urgent. "We have an event coming up in two weeks that the company wants to celebrate on the same day throughout the world. We thought we could handle the printing here, but the logistical challenge and cost of getting it to 81 locations simultaneously is just overwhelming. Can you help?"

Thomas Printworks sales rep Cynthia Justice understood the challenges— freight cost, international customs, quality control and the complexity of managing the numerous details required to assure timely delivery to the correct addresses on the due date. Much could go wrong, but from previous experience, she was confident Thomas Printworks could deliver.

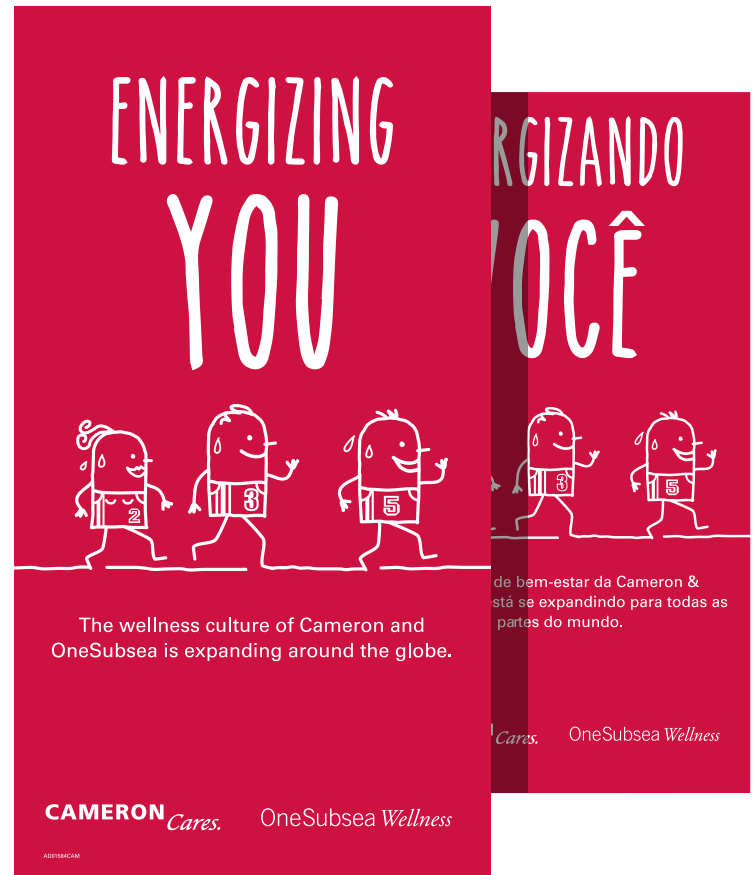
The Solution

After clarifying expectations, Thomas Printworks delivered a plan within several days, drawing on its worldwide network of cooperative digital printers to produce the work at qualified local venues. “We knew we had a great network,” said Annette Rathgeber, Thomas Printworks project manager. “We drew on local printers to produce the work in the UK, Australia, Malaysia, Brazil, Africa, various European countries and the Middle East. The only pieces we actually printed here were those required to serve US needs. We had proven relationships and confidence in all our contractors with whom we had worked before.”

The tight deadline required careful management and communication of electronic files, far flung addresses, language issues and assembling the correct package (quantity/specific printed pieces) for each location. “Of course there were the last minute challenges as the deadline approached,” said Ms. Rathgeber. “But the responsiveness of our contractors was exceptional.”

The Results

By utilizing its international network to print locally, Thomas Printworks saved its customer nearly 20% of the cost it would have paid had it pursued its original plan to print in one location and ship globally. Thanks to Thomas Printworks, Cameron Valves can rest easy knowing that all of their global production and fulfillment needs are taken care of.



“Having previously worked with [Thomas Printworks], I was confident that the printing would be outstanding but I am convinced that without their tactical intervention, this project would never have gone as smoothly as it did. Time-sensitive, dynamic graphics were literally deployed all over the world, on time, and I looked like a hero. I resolutely advocate [Thomas Printworks] for printing and superior customer service, especially in regard to Global Print Solutions.”

– Rodney Blair, Corporate Graphics Manager

Ready to Print? Let's get started.
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